DEUTSCHE AFRIKA-LINIEN
JOHN T. ESSBERGER

news

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Essberger Ship Management sets new goals for success

New organisation structure is aimed to improve cooperation between ships and shore

Essberger Ship Management is, in terms of its structure, a particularly cost-intensive division within our Group of Companies. This is where the responsibility for the operability of the fleet lies, and a prerequisite for that is good cooperation between the organisation ashore and the crews on board.

During the last two years, the DAL/JTE Group looked into ways to optimise the work processes, responsibilities and corporate culture. When we initiated the "Full Ahead All" programme, everyone involved took part in two extensive seminars and was then requested to contribute his or her ideas.

Big step forward

Since Hartmut Nickel, the new director of Essberger Ship Management, joined the company in early 2015, a big step towards realising these goals has been made. Mr Nickel has been closely cooperating with the fleet manager Bernd Schlarmann, the SSHEQ manager Dierk Herrmann as well as the ship management team and backed by the owners. Mr Schlarmann has meanwhile created a new structure with precisely defined responsibilities, which was presented in early June this year and is currently being implemented. Hartmut Nickel describes his programme as follows. *(continued on page 2)*

John T. Essberger's chemical tanker "Patricia Essberger" (4,711 dwt) sailing towards a tight spot. The bridge across the Köhlbrand, an anabranch of the River Elbe, is reaching the end of its working life. It connects two important areas of the port of Hamburg and is struggling to cope with today's traffic. The four-lane carriageway often needs to be repaired, traffic jams are commonplace. With a clearance height of just 53 metres, the construction has also become an obstacle for the latest generation of container ships heading for Altenwerder Terminal. But height restriction is no problem for "Patricia" on her way to Holborn Raffinerie

The shipping crisis, now in its eighth year, is proving to be more and more of a structural crisis. We can no longer afford to just hope for the markets to recover but are forced to face the challenges of adjusting to the market. On an external basis, this means capacity adjustments, on an internal basis we need to increase our efficiency.

In view of this, we need to constantly review whether our efforts in management, especially in ship management, meet our high expectations. Only if we work together competently and motivatedly we can guarantee safety, quality and cost-efficiency.

In 2014, we started an optimisation process with our "Full Ahead All" project, to which our staff both ashore and at sea were able to contribute their ideas for improvement. All the contributions were evaluated and requests for changes formulated. Now we have also taken measures regarding the structures of the organisation. The measures were developed in accordance with us by Hartmut Nickel, the new MD of Essberger Ship Management, with the aim to further improve the direct responsibilities and to streamline the decision-making path. This is an ongoing process to which everyone involved needs to continue contributing.

Another ongoing process is the fleet strategy of Essberger Tankers. We recently sold four chemical tankers: well-maintained, successful vessels, but which will soon no longer meet the age restriction of 25 years required by our industry customers. With the sale, we are at the same time adjusting our capacity to the current market conditions, while bearing in mind the fleet renewal that will become necessary in the future.
Yours Eberhart von Rantzau

Maritime treasures of the seven seas

A shipowning company is not a museum. But a long-standing shipowning company so rich in tradition as DAL can certainly be proud of its past. We are reminded of this past almost every day. Sometimes we discover treasures, covered in dust and tucked away at the back of a shelf in our storeroom, or a parcel with mementos from the estate of former employees is sent to us. Sometimes we receive old photographs from family albums, or phone calls from the other end of the world. A few examples? On one of the shelves in the cellar of our offices on Palmaille, we came across an unframed oil painting of the steamship "Adolph Woermann". It was painted on a sea chart of the western Mediterranean dated 1940, *(continued on page 2)*

"Adolph Woermann" painted by E. Edler on a sea chart in 1940

"Only if we work together competently and motivatedly we can guarantee safety, quality and cost-efficiency," says the boss

New ship management structure as result of "Full Ahead All" project

Aimed to further improve the direct responsibilities and streamline the decision-making path *(continued from page 1)*

The new organisation, introduced by Hartmut Nickel in close cooperation with John T. Essberger's managing owners Dr Eberhart von Rantzau and Heinrich von Rantzau, is a further step to improve the company's communication and to increase the effectiveness in providing ship management services for the total fleet including vessels owned by third parties. Bernd Schlarmann has been appointed fleet manager for all vessels.

SSHEQ superintendents have been entrusted with direct responsibility for certain vessels. Although they have to focus on "their" ships there will still be flexibility within the department under supervision of SSHEQ manager Dierk Herrmann.

We are one team

All superintendents have to be considered as one team. Each superintendent is responsible for "his" vessels, but is also in a position to take care of other vessels if a colleague is not available. An official backup list has been circulated. This will not prevent superintendents from being flexible if required under the supervision of our fleet manager.

Uwe Müller, newly appointed project manager, will be responsible for the general preparation of dry-docking for intermediate and special surveys of all vessels.

The project manager will focus on job tenders for the above, negotiate terms and conditions, give recommendations for shipyards to be considered, prepare fleet agreements and keep control of docking costs by using a recently acquired software tool. With his experience he will be the "brain storming" colleague for each superintendent. In addition to these tasks the project manager will be the point of entry for all aspects relating to ballast water treatment systems. The newbuilding manager, Thomas David, is responsible for all newbuilding activities from a technical point of view. Currently six 2,200 TEU container vessels are under construction in China.

Procurement department: In order to be able to provide management services at cost-competitive levels, the optimisation of the purchasing and procurement processes together with the crews on board of the vessels are on the agenda as well. Therefore we established one team of purchasers under the lead of a new procurement manager (to be named).

(continued from page 1)
signed "Ed. Edler Hbg.". Eduard Edler (1887–1969) was a maritime painter whose works are worth at least 1,000 to 2,000 euros today.

Jürgen Röhrs from Seevetal near Hamburg posted an Afrika-Linien "pay packet" from 1923 containing 580,000 Reichsmarks in cash. Unfortunately, the money isn't worth anything anymore, but the item is a nice piece of company history (see page 4).

Wolfgang Bendick from Augirein in the French Pyrenees sent us a USB stick containing copies of Super 8 footage, which he filmed from 1965 to 1967 on board Afrika-Linien's "Talana", including film material he shot in the Suez Canal during the Six-Day War.

We discovered a copy of a 100-page travel diary written by Martha Elson in 1888, in which she kept a detailed account of her voyage to Zanzibar on board the steamship "Zanzibar". Mrs Elson's husband was a captain with Afrika-Linien, her grandson Hans Elson was a captain on board the "DAL Kalahari" of DAL. We also received a phone call from Erika Gerke (76) from Johannesburg, South Africa. Her father was the cook on the liner "Watussi" in 1939. He was rescued from the sinking ship off the Cape of Good Hope by an English warship (page 5).

A press photographer offered us a 50-year-old aerial photograph of Palmaille with lovely shots of our company headquarters from above, taken just before the current office block was built. All these items turned up within the space of just three weeks!

In Germany there's a saying that goes: "Wenn einer eine Reise tut, dann kann er was erleben", which roughly translates into: "He who travels always has a story to tell" How true! And, after all, collecting these stories in our archives is such a joy.

"Zanzibar" and "Karoo" in rescue missions

Dubai Roads and Bay of Biscay: areas of successful operations/Statement of facts from our captains

On 4 May 2015 the "DAL Karoo" was involved in a search and rescue operation in the Bay of Biscay. This is the statement of the captain: While transiting the traffic lane off Cabo Finisterre, we received a Mayday call from the yacht "Cirrus" in an area close to our position. We checked the position and maintained vigilant radar and visual lookout, but there were no sightings. The same was reported to Finisterre MRCC, while we continued trying to raise the "Cirrus" on VHF ch. 16. A short while later, Finisterre MRCC directed own vessel to alter course towards the sailing boat which, according to the MRCC, was 2 nm ENE of our position. The course was diverted and we headed towards the distressed vessel. A short while later, we had a sighting of the "Cirrus": she was heeling badly in rough seas (Bf 7) and moderate swell (3.5 m) and her sails seemed to be damaged. We could make out the British ensign fluttering on her stern. By this time the deck party was ready with the gangway, net swung over the shipside, lifebuoys and medical teams were standing by. Once we got close enough we heard a Mayday call from her. When we were about a cable from her, we could see a man and a woman aboard. The woman seemed distraught, desperately holding onto the rails, while the man steered the yacht by the shipside. We tried to pass a line at her but because of the heavy heaving, the yacht crew could not hold on.

"UAFL Zanzibar" is serving the Indian Ocean Islands and Middle East

Soon, we received a call from Finisterre MRCC that a fishing vessel was on its way to pick up the survivors from the "Cirrus". While the fishing vessel arrived at the location, we provided lee to the yacht all the time, trying to pass a line to her. Once the fishing vessel was alongside the yacht, the MRCC advised us to stand clear and provide enough sea room for the fishing vessel to conduct the rescue. Both the vessels drifted clear of own vessel. A short while later, the OSC Yaari LNG (deputed by Finisterre MRCC) advised that the crew of the "Cirrus" had been picked up by the fishing vessel and a helicopter would soon be on its way to pick up the survivors. We confirmed above with Finisterre MRCC who advised us to proceed with the voyage.

The above took place on 4 May between 19:24 and 20:42 h.
Capt. Abhijit Sinha
Master, DAL Karoo.

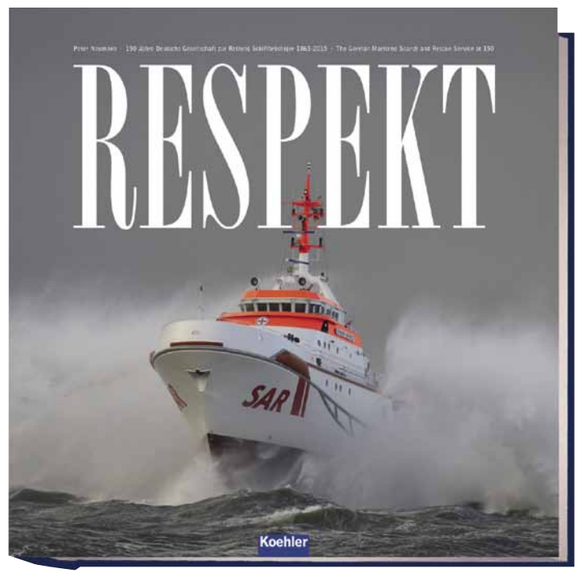
Statement of facts from Master "UAFL Zanzibar":
00:13. Sinking dhow sighted Dubai Roads on port side, course angle: 45 degrees, distance: 150 m. MOB signal to the crew. Called master.
00:14. Master on bridge. Contacted Rashid Port Control on VHF ch. 68.
00:18. Crew mustered.
00:21. Rescue boat launched on water. 3 crew members are inside. Engine started. Commenced SAR operation.
00:33. 2 persons safely embarked on board of the vessel. First medical assistance was given to them.
00:41. 3 persons safely embarked on board of the vessel. First medical assistance was given to them.
00:56. FFLB launched on water. 3 crew members are inside. Engine started. Resumed SAR operation.
01:20. 3 persons safely embarked on board of the vessel. First medical assistance was given to them. Contacted Rashid Port Control.
01:50. 1 person disembarked to the Coast Guard rescue boat.
02:53. 7 persons disembarked to the Coast Guard rescue boat. Contacted Rashid Port Control on VHF ch. 68.
Capt. Mariusz Pleskacz

Respect to all who risk their life at sea

German lifeboat institution DGzRS celebrates 150th anniversary with new book/John T. Essberger part of its history

Compared to other seafaring nations, Germany's coastline is relatively short: 3,500 kilometres, including all the islands, estuaries and bays. However, some of the lifeboats involved are real giants, like the 44-metre "Hermann Marwede" on the cover of the book. Its predecessor, the equally large "John T. Essberger", formerly stationed in the Baltic, was recently moved to the Technology Museum Speyer near Heidelberg, and has become a main attraction. When "John T." was built in 1975, shipowners Deutsche Afrika-Linien and John T. Essberger had made a substantial financial contribution towards the construction costs. Modernised several times, the "John T." was in service for more than 30 years.

To commemorate DGzRS' 150th anniversary this year, a large-format book has been published, 192 pages, in colour, in German and English, detailing the history but, above all, the work of DGzRS today. The author is Hamburg-based photographer Peter Neumann, 65, who for many years has accompanied the rescue teams on their missions, where he has managed to take photos of unprecedented dynamism and quality. Among them is a series of three photographs of the lifeboat "Hermann Helms" flying from a 13-metre-high wave in hurricane-force winds on the North Sea in 1985. The pictures are icons of maritime photography. In this publication, Peter Neumann presents the DGzRS in vivid detail, and with breathtaking photographs of the boats and their crews on various missions. (Peter Neumann: "Respekt – The German Maritime Search and Rescue Service at 150", Koehler Verlag, EUR 39)



UAFL crew with German ambassador Egon Kochanke in Moroni office

On a diplomatic mission

German ambassador visits Spanfreight Moroni office

At the end of May, Egon Kochanke, the German ambassador to Tanzania, who is also responsible for Comoros, was in Moroni for political talks. On his stopover he also made time to visit the Spanfreight office in Moroni. Moroni has approx. 50,000 inhabitants and is the capital of the Comoran group of islands.

During the ambassador's visit, Housnat, deputy office manager of Spanfreight Moroni, Daoudou, GM of Anjouan Stevedoring Company, as well as Sunjeev, sales manager Eastbourne Maritime Trading for Comoros, were present. They provided the ambassador with extensive information, and he showed great interest in the facts and expressed his continued support. Dr Dag-Sven Dieckmann, managing director of Indian Ocean Shipping Holdings, the umbrella organisation of all the activities of United Africa Feeder Line (UAFL), said: "For us the visit was very helpful and important, because it also showed the Comoran government we have the political support of the German government, normally a strategy used by the French. I'm planning to visit the ambassador in Dar es Salaam to discuss the EU's proposals regarding the extension of Moroni's port."

580,000 marks – no value

A remembrance of the 1923 German hyperinflation

Jürgen Röhrs from Seevetal sent us an envelope containing 580,000 Reichsmarks in small notes. But the sum sounds a lot more than it actually is. The envelope, marked "Port Facilities of Afrika-Linien GmbH Quay Operations", is a so-called pay packet, in which dock workers received their wages in cash after the shift, right up until the 1960s. Jürgen Röhrs' father was a medical doctor and sailed on Afrika-Linien vessels after World War I. Afrika-Linien would later become Deutsche Afrika-Linien. He was left the pay packet, presumably from 1923, with the money never spent. One must add, though, that due to having lost the war, Germany's economic situation had dramatically worsened by then. In order to pay its debts the state printed new money, thus sparking a catastrophic chain of events that led to hyperinflation in 1923. In 1923, one dollar was worth 4.2 trillion Reichsmarks. When you got your pay packet at the end of the day, you'd race to the next shop to buy something with the money, because the next day it had lost its value already. As a consequence, this inflation led to immense poverty. When the Reichsmark was replaced with the Rentenmark, the economic situation in Germany remained bleak. This soon resulted in the uprise of the National Socialists and the next World War.

So much money, so little value: pay packet with inflationary Reichsmarks

Talking points in Germany

▸ **WAR REFUGEES** from the Middle East and emigrants from central and northern Africa are trying to cross the Mediterranean to reach Europe, hoping to find a better life. They attempt the journey with the help of traffickers who cram them onto overcrowded, rickety boats, setting sail from the Egyptian and Libyan coast and heading mainly for Italy and also Greece. Tens of thousands of refugees have been rescued at sea in the last few months, mostly by merchant vessels, yet many people have drowned. But this does not deter others from risking their lives. Meanwhile naval vessels are being deployed for such rescue operations, and Germany has sent a frigate and an RAS vessel to the Med. Most of the refugees aim to reach Germany, where accommodation is being made available for them in many cities and villages. So far, the governments of Europe have not found any solution how to stop this seemingly never-ending wave of refugees.

▸ **FOOTBALL** is a popular sport, but the list of Germany's ten most popular sports – based on the number of members in the respective organisations – reveals a few surprises: German Football Association, 6.8 million members; German Gymnastics Association, 5 million; German Tennis Association, 1.5 million; German Shooting Federation, 1.4 million; German Alpine Club (mountain climbing & trekking), 1 million; German Athletics Association, 0.83 million; German Handball Association, 0.78 million; German Equestrian Federation, 0.69 million; German Federation of Anglers, 0.67 million; German Golf Association, 0.63 million.

▸ **THE PRICE OF PETROL** in Germany has risen in the last few weeks due to the increasing oil price, yet compared to the years before it's still very low. The fairly strong euro brings the purchase price down even further, in relative terms. While the price of one litre of four-star petrol had almost reached the two-euro mark (USD 2.20) not too long ago, this June it was as low as EUR 1.46 (USD 1.63). The cheapest fuel is diesel, which you can sometimes buy for as little as EUR 1.16 (USD 1.29). Amazing is also how much the price fluctuates during the day: it's the highest in the morning and the lowest in the afternoon – differing by up to EUR 0.20 (USD 0.22).

▸ **CRUISE TRIPS** are becoming increasingly more popular. Since 2010, then totalling 1.2 million German cruise ship passengers, the share of German tourists has grown by 12 per cent each year, putting Germany in third place behind the market leader, the USA. The German shipyard Meyer-Werft, founded in 1795, is the international market leader in the construction of large cruise liners. German ports have also been booming as cruise liner destinations, in first place Hamburg – where a third cruise ship terminal has recently been opened – followed by Warnemünde/Rostock and Kiel. At full occupancy, ships such as the "Quantum of the Seas" (348 metres long, 167,800 GT) can accommodate 5,000 passengers.

▸ **CHANCELLOR ANGELA MERKEL** is enjoying unabated popularity in Germany. The former physicist has been in office since 2005 and is known for being very hard-working, spending 140 hours a week on the job. The "most powerful woman in the world" only takes a few days off each year, which she spends holidaying on the Italian island of Ischia off the coast of Naples.

The last day of the Africa liner "Watussi"

Built as a passenger and cargo liner the steam turbine ship was scuttled by her crew off the Cape of Good Hope

Cook Wilhelm Gerke and his galley gang on their last trip

"Watussi" arriving at her home port Hamburg in the late 1930s

Erika Gerke is 76 years old and lives in Johannesburg, South Africa. That is an age when many people reflect on where they come from and all that has happened in their life. So Ms Gerke picked up the telephone and called DAL in Hamburg, and told us she is the daughter of the former cook on board the "Watussi". The twin-funnel turbine steamship of Deutsche Ost-Afrika Linie (DOAL) was scuttled by her own crew on the Cape of Good Hope at the beginning of World War II to prevent the ship from falling into the hands of the enemy. The passengers and crew were interned in the South African camp Baviaanspoort, Transvaal (now Gauteng), for eight years. In 1947, they were allowed to return home. Gerke, the cook, remained in South Africa. His daughter Erika later inherited not only a lot of lovely memories but also a collection of handwritten recipe books. Erika asked us if it wouldn't it be a nice idea to publish them.

The fate of the Watussi certainly was rather dramatic. This particularly beautiful ship – a model of which stands in the reception area of DAL's headquarters in Hamburg – was built in 1928 by shipyard Blohm+Voss in Hamburg as a cargo and passenger ship for the round-Africa service: 9,552 GRT, 136 metres long, extended by seven metres in 1934, cruising speed 14.5 knots. When World War II broke out, it hid in Mozambique, back then a Portuguese colony. On the morning of 20 November 1939, she tried to escape from this trap by using camouflage markings, and 12 days later reached a position about 100 nautical miles south of the Cape of Good Hope in hazy weather. However, she was spotted by a South African fighter plane and sent to Cape Town. Only after six other planes appeared and attacked the "Watussi" with bombs and other on-board weapons did the captain command the crew to stop and scuttle the ship by setting fire and opening the valves. At midday the English cruiser "HMS Sussex" arrived and took the survivors of "Watussi" on board, who were meanwhile sitting in lifeboats, before proceeding to sink the burning ship with 18 salvos from its guns.

Photos of this operation were published in the DAL/JTE News (then called "Flaggenpost") a few years ago. Erika Gerke told us that she also has many photos that we'd be most welcome to use. Perhaps in the next edition of DAL/JTE News.

"I'd always wanted to be in shipping"

Michael McKeown is the new managing director of United Africa Feeder Line based in Mauritius

My family first moved out to Swaziland in 1969, and with the exception of my boarding school and university years spent in the UK I have lived my life in east and southern Africa. Following the completion of my university degree I hopped onto the first plane out of England to take up the role as a history teacher in a school in Mombasa but soon felt that teaching was not my life's ambition. Through a mixture of good fortune and opportunity I soon found myself managing a company that sold and installed voltage protection and solar systems throughout Kenya, Uganda, Tanzania, Zimbabwe, Malawi and Zambia. However, I had always

Mike McKeown taking the helm

harboured a wish to get involved in shipping. I'm not sure where this interest came from – perhaps from my days sailing off the coast of England and France with my grandfather – and I finally found myself taking up the role as business development manager with Spanfreight Shipping in 1999. Aside from being familiar with sea I knew little of the commercial aspects of the maritime industry. The following years were a steep learning curve for me, full of highs and lows. Always busy, at times hectic, but never dull. It was an exciting time when there seemed to be real opportunity in the shipping industry in the region with services and niche trades to set up and develop.

It was not only the shipping side that we developed from this time but also the trading side of our business, too. It was then that Eastbourne really cut its teeth as a cement and commodity trader in the region and we supplied cargo into our markets in both containerised form, and in break-bulk on vessels that we ran back to China with timber exports from the region.

It was also around this time that UAFL was borne, started primarily as a feeder service connecting East Africa into Comoros and northern Mozambique. Over the subsequent years we grew this business to cover almost the entire western Indian Ocean from the Gulf in the north to the ports of southern Africa and just about every port in between. On the back of the UAFL service I was fortunate enough to also grow our Eastbourne volumes and as a consequence it was a time of travel throughout the region

(continued on page 6)

Whereabouts

June 2015

Ship's name	Master	First Mate	Chief Engineer
Amalie Essberger	Krzysztof Osuch	Piotr Bes	Vitaliy Kolesnyk
Christian Essberger	Krzysztof Niedzielski	Valeriy Dorofeev	Herbert Farkas
Eduard Essberger	Boguslaw Gajdowski	Grzegorz Kakol	Dmitriy Bondarev
Ellen Essberger	Adam Incewicz	Jaroslaw Krok	Jacek Jurys
Elsa Essberger	Remigiusz Jarebski	Przemyslaw Mazur	Guilherme Frederico Bacelar
Georg Essberger	Jose Eduardo Teixeira	Arkadiusz Duczynski	Carlos Manuel Anacleto Santos
Johann Essberger	Zarko Boko	Mareks Satkovskis	Valerii Mersiianov
John Augustus Essberger	Lukasz Antczak	Michal Kruszewski	Miroslaw Jaworski
Liesel Essberger	Dariusz Swierkosz	Bartosz Selau	Leonid Volkov
Patricia Essberger	Robert Waldon	Alberto Gilbuena Cabrera	Grzegorz Topolewski
Philipp Essberger	Andrey Grzhibovskiy	Tomasz Rembisz	Igors Vasjutovics
Maersk Launceston	Miroslaw Drozewski	Rafel Senier Nones	Jacek Wojcicki
Koralia	Yudo Wiropati	Agus Alim Budiharjo	Dony Merwoto
Selinda	Fanel Baetu	Yuriy Poglod	Gleb Kolechkin
Swakop	Oleksandr Grytsyuta	Andriy Stoyakin	Danut Daniel Oprea
UAFL Zanzibar	Mariusz Pleskacz	Marcelo Berame Borbon	Nicusor Florian Medrihan
Valbella	Jose Jr. Espada Subradil	Pepito Quinanola Ruedas	Oleg Burlachenko
Zambesi	Valery Sukhach	Sergiy Perepelytsya	Andrzej Szyca
Alcedo	M. N. Boshuijzen	P. N. Tomanek	A. H. Knoop
Anneliese Essberger	T. Keizer	M. R. Baete	G. J. Tijink
Ardea	P. R. Troost	E. Impens	D. E. Jannink
Caroline Essberger	T. M. Kijzers	G. P. Van Dijk	H. Post
Dutch Aquamarine	J. Van Der Form	C. De Boer	S. Van Der Pol
Dutch Emerald	A. C. Nagel	S. De Bos	T. F. Oskam
Dutch Faith	H. Wierenga	S. M. Narloch	R. S. Tichelaar
Dutch Spirit	L. E. Kint	B. N. Desterre Roberts	D. I. Roele
Lisa Essberger	E. A. Roelofsen	O. M. Smit	J. W. Sonneveld
Lucy Essberger	A. F. Bijlstra	N. N. Burger	G. Sap
Ursula Essberger	N. Van Den Belt	A. Ten Wolde	J. P. Lodder
Wilhelmine Essberger	L. H. Kanters	M. L. Roosendaal	H. Berg

(continued from page 5)
and most certainly of business development. In 2008, the company moved its management office to Mauritius, and I packed up all that I considered dear to me – namely my wife and two young children, and set off to live an island life.

I was appointed MD of Eastbourne in 2011 and it was around this time that DAL took the bold step of acquiring the Spanfreight/UAFL group of companies. It was also around this time that the container shipping industry entered into a period of what largely seems to be a self-inflicted struggle from which it has not really extricated itself to the present day.

However, my take on it all is that life is good here in Mauritius. My family are happily settled. I am also fortunate to be working with a great team and have had the opportunity to learn from some very charismatic and capable people. I have always been closely involved in the running of UAFL since the inception of the company and this culminated in being made the MD of UAFL earlier this year. My feeling is that whilst business is most certainly tough at the present time, there is still plenty of opportunity out there and in some shape or form the markets in this region will bounce back. Our focus continues to remain in the IOI niche trades, in the up-and-coming oil and gas activities in the region, in developing trades into the African hinterlands, and to continue to develop our integration and synergies with DAL.

Personeelsmutaties, Dordrecht

Persons joining the company

03.03.2015
A. Nentjes
Apprentice Sea

Persons leaving the company

10.04.2015
WHI Schiltz
2nd Officer

13.04.2015
J Olveira Rodriguez
A/B

13.05.2015
C. Sambo
Apprentice Sea

Marriage

17.04.2015
Roy Bienefelt and
Debbie van Reijen

Birth

02.04.2015
Martin Thijs,
son of Arjan en
Jannine Opmeer

Anniversary

01.05.2015
GJ Wijnands (25th anniversary)
Captain

01.06.2015
AF Bijlstra (25th anniversary)
Captain

Gerd-Adolf Rathje as we all know him: friendly, reliable, consistent

40 years of dedicated work

Gerd-Adolf Rathje in charge of wage and salary

On 7 July, Gerd-Adolf Rathje celebrated his 40th anniversary at Deutsche Afrika-Linien. A reception was held on 10 July in the company headquarters to mark the occasion, a photo of which will be in the next edition of DAL/JTE News. Mr Rathje works in the HR Shore department and is responsible for the wage and salary statements, a job he has been doing almost his entire working life. Hailing from a village halfway between Hamburg and Bad Segeberg, he first completed an apprenticeship as a wholesale and export merchant at an agricultural trading company. On 7 July 1975, he joined the seamen's wages department at DAL.

Mr Rathje has all the right attributes for such a highly responsible job: he is a man of principles, consistent, dependable and calm. These virtues have also brought him great success in his hobby. As a sports shooter he has won the Schleswig-Holstein Championships in trap shooting several times. Besides his job at DAL, he co-runs his family's own camping site by a lake in his rurally picturesque home parish.

A special kind of customer service

DAL Agency Cape Town members sporting new T-shirts supplied by Dole, one of the world's fruit giants

DAL has had a long-standing relationship with Dole since 2009. The team working with Dole were recently presented with T-shirts from Business Unit Manager Logistics Laura Lishman. Featured in the photograph are Francois Trautmann, Karen Bertoni, Neil Carrick, Zaida Ebrahim and Jaco Oosthuizen from the DAL Agency office in Cape Town

Aus der Reederei-Familie, Hamburg

Jubiläen

25 Jahre

Herr Ireneo Quinanola Ruedas
2nd Officer, 17.08.2015

Herr Kai Nothdurft
IT, 27.09.2015

10 Jahre

Frau Katharina Lippens
Essberger Tankers
01.08.2015

Herr Mark Landau
Travel Agency
01.08.2015

Herr Andrzej Sullik
Chief Engineer
22.08.2015

Frau Eva Vaya Pons
Trades
01.09.2015

Herr Przemyslaw Mazur
Chief Officer
15.09.2015

Herr Bugaslaw Gajdowski
Captain
17.09.2015

Herr Lukasz Antczak
Captain
01.10.2015

Herr Krzysztof Osuch
Captain
29.10.2015

Besondere Geburtstage

80 Jahre

Frau Ursula Sager
05.05.2015

Herr Heinrich Settgast
21.08.2015

Herr Sieghard Wolf
08.09.2015

Frau Ursula Klare
09.09.2015

Herr Gerhard Röhl
29.09.2015

Frau Helga Hollstein
06.10.2015

Herr Kurt Groth
24.10.2015

75 Jahre

Herr Jochen Bene
01.08.2015

Herr Ludwig Dornberger
01.08.2015

Herr Lorenz Springmann
05.08.2015

Herr Gustav Gens
03.09.2015

Frau Anke Schmidt-Eisner
22.10.2015

65 Jahre

Herr Jürgen Wöltje
21.08.2015

Herr John Putter
HR Sea, 26.08.2015

50 Jahre

Frau Claudia Klein
Trades, 04.08.2015

Herr Frank Nießen
IT, 14.08.2015

Herr Stefan Kappellusch
Ship Management, 09.10.2015

Geheiratet hat

Frau Antje Lohmann
Internal Services,
30.04.2015

Neue Mitarbeiter an Land

Frau Katja Dauge
DSA Frankfurt

Frau Jasmin Ries
DSA Frankfurt

Herr Lasse Texdorf
Essberger Tankers

Frau Angelika Unger
Liner Accounting

Herr Andreas Bendlin
Ship Management

Frau Michèle Tacken
DSA Düsseldorf

Wir gedenken

Herrn Iko Eiben
(75 Jahre), 25.04.2015

Herrn Kurt Hille
(92 Jahre), 22.05.2015

Anni Winkelmann
(91 Jahre), 08.06.2015

Bernhard Zurmühlen,
(72 Jahre), 22.06.2015

From left to right: Manuela Steinke, Rainer Gundelach, Jana Dammann, Jens Möller, Hano Thiessen, Daniel Karstens, Andrea Hanak, Hans-Peter Balck, Claudia Holle, Keke Klomburg, Jan-Erik Patzl, Dieter Asmussen, André Weidlich, Jan Lohmann

"If you can't beat them, join them"

Frachtcontor and John T. Essberger merged their broker departments/A success story told by MD Jens Möller

DAL/JTE NEWS: In November 2008, companies Frachtcontor Junge (FCJ) and John T. Essberger (JTE) merged their broking departments and founded the joint venture Frachtcontor-Essberger Tanker Brokers GmbH & Co. KG (FET). The office is at Ballindamm 17 in Hamburg. FCJ owns 51 per cent of the joint venture, JTE has 49 per cent. What was the reason for joining forces?

JENS MÖLLER: The customers of both JTE and FCJ consisted of globally active chemical companies and traders of edible and mineral oil. These companies expect service providers who operate on the market on a broad scale and constitute a critical mass. Essberger and Frachtcontor had more or less the same portfolio and competed with each other in the tanker broking sector. Along the lines of: "If you can't beat them, join them", we decided to team up. Both sides are represented by eight members of staff, who perfectly complement one another. This also resulted in additional synergies, since Frachtcontor serves a similar customer base in the dry-cargo broking sector. So the decision was absolutely right.

DAL/JTE NEWS: In which sectors do you see the focus of your services?

JENS MÖLLER: The focus is on chemicals, with cargoes and parcels ranging from 300 to 15,000 tonnes, worldwide. Other focal commodities include vegetable oils such as sunflower oil, soya bean oil and palm oil – the emphasis being on the areas UK-Continent-Mediterranean-Black Sea. Furthermore, we're concentrating on clean petroleum products in the ranges UK-Continent-Mediterranean-Indian Ocean-South Africa, and are continuing to work with crude oil, waxes and lubricants. We thus cover the whole spectrum of liquid cargoes – for some customers we are also involved in the transportation of LPG and LNG.

DAL/JTE NEWS: Can you tell us the names of a few of your biggest customers?

JENS MÖLLER: Evonik, BASF, Archer Daniels Midland (ADM), who wholly took over our long-standing customer Toepfer last year, Sasol Wax Hamburg, SET Select Energy Hamburg, Engen Petroleum South Africa. We've been working with many of our customers for more than 20 years – some for over 40 years.

DAL/JTE NEWS: Before FET was founded, you held the same position at Essberger Brokers. To what extent does your former employer Essberger Tankers benefit from that today?

JENS MÖLLER: Essberger Tankers are one of many shipowners on the market, and an excellent company. But as brokers, we are foremost responsible to our customers and will always try and find the best deals for them. 90 per cent of our business comes from charterers who entrust us with their cargo, not the shipowners who carry out the transport. But if Essberger Tankers make us the best offer, then I'm happy and we close the deal.

DAL/JTE NEWS: So you're not responsible to your shareholders?

JENS MÖLLER: Of course we have to report to them about our work on a regular basis. But in our day-to-day business we're very free and enjoy the benefits of being able to make fast decisions, because the structure of our organisation is fairly flat. Our team currently consists of 14 people: ten brokers, three people in operating, plus our secretary. I share the management with Jens Christian Nielsen, who is also the managing director of Frachtcontor Junge.

DAL/JTE NEWS: The price of crude oil fell sharply lately. How does that impact FET's business?

JENS MÖLLER: From 2008 to 2013 our business was relatively stable. In 2014, we experienced an inexplicable slump. There was hardly any activity in any of the product groups, whereas 2015 has been far more dynamic. Oil being so cheap has pushed the production of clean petroleum products. The market is currently very active, because the low price of oil increases the refineries' profit margins. We are seeing more volume in the chemical industry. We haven't reached the end of the crisis yet, at least in the tanker sector under 10,000 dwt the freight rates are still not always sufficient for shipowners to break even. However, the low bunker prices are helping immensely right now.

DAL/JTE NEWS: Where do you see chances for your business to expand?

JENS MÖLLER: Our capital is our staff. Good brokers bring good business. More good brokers bring more good business. FET is not so much interested in the big trading hubs such as Singapore, London, Houston, New York City or Geneva. We concentrate on niche markets like South Africa and Latin America.

Frachtcontor Gesellschaft m.b.H.

This cooperation between Hanseatic shipping companies and West German coal producers was in response to the immense demand for coal as fuel for the steamships of the day. When coal was no longer used Frachtcontor had to find new areas of activity. From this reorientation, the present Frachtcontor Junge & Co GmbH has developed into a globally multiple maritime service provider for transporting bulk cargoes by sea. The additional name "Junge" was added in respect of the company's partner and managing director for 25 years: Erwin Junge. Since 1933 FCJ's offices have been located on the prestigious Ballindamm in the centre of Hamburg at the Binnenalster lake. Sole shareholder of Frachtcontor is Schenker AG, a logistics subsidiary of the German railway company Deutsche Bahn AG.

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